## Lufthansa Group

<table>
<thead>
<tr>
<th></th>
<th>Month</th>
<th>yoy (%)</th>
<th>Cumulative</th>
<th>yoy (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Lufthansa Group Airlines</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Passengers in 1,000</td>
<td>11,196</td>
<td>+1.8</td>
<td>62,447</td>
<td>+0.9</td>
</tr>
<tr>
<td>Available seat-kilometers (m)</td>
<td>27,440</td>
<td>+3.5</td>
<td>165,527</td>
<td>+4.1</td>
</tr>
<tr>
<td>Revenue seat-kilometers (m)</td>
<td>23,611</td>
<td>+2.5</td>
<td>129,078</td>
<td>+1.7</td>
</tr>
<tr>
<td>Passenger load-factor (%)</td>
<td>86.0</td>
<td>-0.9pts.</td>
<td>78.0</td>
<td>-1.8pts.</td>
</tr>
<tr>
<td>Available Cargo tonne-kilometers (m)</td>
<td>1,390</td>
<td>+4.7</td>
<td>8,691</td>
<td>+0.8</td>
</tr>
<tr>
<td>Revenue Cargo tonne-kilometers (m)</td>
<td>854</td>
<td>+1.6</td>
<td>5,667</td>
<td>-1.8</td>
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<tr>
<td>Cargo load-factor (%)</td>
<td>61.4</td>
<td>-1.9pts.</td>
<td>65.2</td>
<td>-1.8pts.</td>
</tr>
<tr>
<td>Number of flights</td>
<td>99,427</td>
<td>+6.7</td>
<td>601,639</td>
<td>+3.0</td>
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<td><strong>Lufthansa Passenger Airlines</strong></td>
<td></td>
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<td></td>
</tr>
<tr>
<td>Passengers in 1,000</td>
<td>6,209</td>
<td>-2.4</td>
<td>35,870</td>
<td>-1.4</td>
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<tr>
<td>Available seat-kilometers (m)</td>
<td>17,417</td>
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<tr>
<td>Revenue seat-kilometers (m)</td>
<td>14,988</td>
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<td>84,290</td>
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<tr>
<td>Passenger load-factor (%)</td>
<td>86.1</td>
<td>-0.9pts.</td>
<td>78.1</td>
<td>-1.7pts.</td>
</tr>
<tr>
<td>Number of flights</td>
<td>54,257</td>
<td>+9.7</td>
<td>322,136</td>
<td>+2.5</td>
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<tr>
<td><strong>SWISS</strong></td>
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<td>Passengers in 1,000</td>
<td>1,841</td>
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<td>+0.7</td>
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<td>Available seat-kilometers (m)</td>
<td>4,983</td>
<td>+12.2</td>
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<tr>
<td>Revenue seat-kilometers (m)</td>
<td>4,309</td>
<td>+9.5</td>
<td>23,504</td>
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<td>-2.1pts.</td>
<td>78.8</td>
<td>-3.3pts.</td>
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<tr>
<td>Number of flights</td>
<td>15,676</td>
<td>+1.7</td>
<td>98,206</td>
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<td><strong>Austrian Airlines</strong></td>
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<tr>
<td>Passengers in 1,000</td>
<td>1,207</td>
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<td>6,299</td>
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<tr>
<td>Available seat-kilometers (m)</td>
<td>2,463</td>
<td>+6.7</td>
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<td>+4.3</td>
</tr>
<tr>
<td>Revenue seat-kilometers (m)</td>
<td>2,104</td>
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<td>Passenger load-factor (%)</td>
<td>85.5</td>
<td>+0.1pts.</td>
<td>75.3</td>
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<tr>
<td>Number of flights</td>
<td>12,536</td>
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<td><strong>Total Hub-Airlines</strong></td>
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<tr>
<td>Passengers in 1,000</td>
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<td>52,269</td>
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<tr>
<td>Available seat-kilometers (m)</td>
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<td>Revenue seat-kilometers (m)</td>
<td>21,402</td>
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<td>118,254</td>
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<td>Passenger load-factor (%)</td>
<td>86.1</td>
<td>-1.1pts.</td>
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<td>-2.0pts.</td>
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<td>Number of flights</td>
<td>82,469</td>
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<td>497,981</td>
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<tr>
<td><strong>Total Eurowings</strong></td>
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</tr>
<tr>
<td>Passengers in 1,000</td>
<td>1,939</td>
<td>+12.0</td>
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<tr>
<td>Available seat-kilometers (m)</td>
<td>2,578</td>
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<td>13,837</td>
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<td>10,824</td>
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<td>85.7</td>
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<td>+0.9pts.</td>
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<td>Number of flights</td>
<td>16,168</td>
<td>+3.4</td>
<td>98,482</td>
<td>+3.4</td>
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</tbody>
</table>

* (Lufthansa Passenger Airlines incl. regional airlines, SWISS incl. Edelweiss Air, Austrian Airlines)

## Additional references

**Pricing environment**  clearly negative (excl. currency)

**Comments**

**Next Investor Info**  9 September 2016
**Hub-Airlines and Cargo**

<table>
<thead>
<tr>
<th>By region</th>
<th>Month</th>
<th>yoy (%)</th>
<th>Cumulative</th>
<th>yoy (%)</th>
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<tbody>
<tr>
<td><strong>Europe</strong></td>
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<td>7,043</td>
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<td>available Cargo tonne-kilometers (m)</td>
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<td>-1.1pts.</td>
<td>48.9</td>
<td>-0.3pts.</td>
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<td><strong>America (North and South)</strong></td>
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<td>passengers in 1,000</td>
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<td>available seat-kilometers (m)</td>
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<tr>
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<td>passenger load-factor (%)</td>
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<td>80.5</td>
<td>-3.1pts.</td>
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<td>revenue Cargo tonne-kilometers (m)</td>
<td>370</td>
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<td>-5.6</td>
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<td>cargo load-factor (%)</td>
<td>56.8</td>
<td>-2.6pts.</td>
<td>62.0</td>
<td>-4.1pts.</td>
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<td><strong>Asia/Pacific</strong></td>
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<tr>
<td>passengers in 1,000</td>
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<td>revenue seat-kilometers (m)</td>
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<td>-2.1</td>
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<td>passenger load-factor (%)</td>
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<td>-1.0pts.</td>
<td>80.3</td>
<td>-1.6pts.</td>
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<tr>
<td>available Cargo tonne-kilometers (m)</td>
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<td>3,448</td>
<td>+0.7</td>
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<tr>
<td>revenue Cargo tonne-kilometers (m)</td>
<td>393</td>
<td>+3.3</td>
<td>2,551</td>
<td>+2.5</td>
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<tr>
<td>cargo load-factor (%)</td>
<td>71.8</td>
<td>-0.2pts.</td>
<td>74.0</td>
<td>+1.3pts.</td>
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<tr>
<td><strong>Middle East/ Africa</strong></td>
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<tr>
<td>passengers in 1,000</td>
<td>401</td>
<td>-2.9</td>
<td>2,396</td>
<td>-4.3</td>
</tr>
<tr>
<td>available seat-kilometers (m)</td>
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<td>9,693</td>
<td>-5.7</td>
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<td>passenger load-factor (%)</td>
<td>83.1</td>
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<td>74.9</td>
<td>+0.6pts.</td>
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<td>+7.4</td>
<td>839</td>
<td>+1.1</td>
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<tr>
<td>revenue Cargo tonne-kilometers (m)</td>
<td>60</td>
<td>-3.6</td>
<td>441</td>
<td>-6.3</td>
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<td>cargo load-factor (%)</td>
<td>48.7</td>
<td>-5.6pts.</td>
<td>52.5</td>
<td>-4.1pts.</td>
</tr>
</tbody>
</table>

* (Lufthansa Passenger Airlines incl. regional airlines, SWISS incl. Edelweiss Air, Austrian Airlines, Lufthansa Cargo)

**Eurowings**

<table>
<thead>
<tr>
<th>Month</th>
<th>yoy (%)</th>
<th>Cumulative</th>
<th>yoy (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Short-haul</strong></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>passengers in 1,000</td>
<td>1,886</td>
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<tr>
<td>available seat-kilometers (m)</td>
<td>2,212</td>
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<td>1,869</td>
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<td>84.5</td>
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<tr>
<td><strong>Long-haul</strong></td>
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<td>passengers in 1,000</td>
<td>53</td>
<td>+117.4</td>
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<tr>
<td>available seat-kilometers (m)</td>
<td>366</td>
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<td>340</td>
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<td>passenger load-factor (%)</td>
<td>93.1</td>
<td>+5.8pts.</td>
<td>91.5</td>
</tr>
</tbody>
</table>

* (Lufthansa Passenger Airlines incl. regional airlines, SWISS incl. Edelweiss Air, Austrian Airlines, Lufthansa Cargo)